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SUPPLYCHAIN

A PUBLICATION OF **KEMSA** AND THE HEALTHCARE INDUSTRY

THIRD EDITION

JUNE 2024

ONE YEAR OF GROWTH

BUILDING RESPONSIVE STRUCTURES FOR BETTER HEALTH **OUTCOMES**



ALSO INSIDE

AUTHORITY INCHES CLOSER TO MEETING FULL CUSTOMER ORDERS



KEMSA PARTNERS WITH UNFPA TO BOOST FAMILY PLANNING



USAID-KENYA VALIDATES KEMSA'S REFORMS PROGRESS



ABOUT US

The Kenya Medical Supplies Authority is a state corporation with the mandate to procure, warehouse, and distribute medicines and medical supplies for prescribed public health programs, the national strategic stock reserve, defined essential health packages, and the national referral hospitals.



VISION

Excellence in the provision of Health Products and Technologies and supply chain solutions in the East Africa Region.



MISSION

To provide quality, affordable essential Health Products and Technologies and supply chain solutions to save and transform lives.



CORE VALUES

Our Core values are abbreviated as I-CODE-IT

- Integrity
- Customer Focus
- Operational Excellence
- Diversity and Inclusivity
- Empathy
- Innovation
- Trust



OUR PRODUCTS

- Pharmaceuticals
- Non-pharmaceuticals
- X-ray
- Dentals
- Linen
- Equipment
- NCD HPTs
- Neglected and Orphan Diseases

SUPPLY CHAIN SERVICES

- Procurement
- Warehousing
- Distribution
- Customer Relations Management (CRM)

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KEMSA Unveils State-of-the-Art Regional Distribution Centre in Kisumu

18

In a landmark event, Kenya Medical Supplies Authority celebrated the inauguration of its Kisumu Regional Distribution Centre (RDC) on 6th March 2024. This marked a significant milestone in KEMSA's ongoing efforts to decentralize its operations and enhance access to Health Products and Technologies in the Lake Region Economic Block.



KEMSA RECOGNIZES COUNTIES FOR EXCELLENCE IN HEALTH COMMODITIES MANAGEMENT

36

PAGE 21 Collaborative Efforts: Unifying Healthcare Distribution for Enhanced Efficiency

PAGE 23 Convene's Impact on Board Management Digitalisation Across Africa

PAGE 25 KEMSA's Integrated Logistics Management Information System for Commodity Security

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EDITOR'S NOTE

Dear Esteemed Readers



Welcome to another insightful edition of the KEMSA Magazine. It is a privilege to present to you a compilation of stories that showcase the path of transformation and resilience that defines KEMSA's journey.

In the following pages, you will delve into the core of KEMSA's mission, where each narrative embodies the dedication of our team, the steadfast support of our stakeholders, and the profound impact of our collective actions on Kenya's healthcare landscape.

These stories resonate with the voices of individuals whose lives have been touched by KEMSA's initiatives. From healthcare professionals delivering essential services to patients, to local businesses contributing to our supply chain, and to the communities benefiting from our investments – their stories are the heartbeats of this magazine.

Through careful selection, our goal is to offer you an enlightening and inspiring reading experience. As you immerse yourself in these stories, we invite you to ponder the far-reaching effects of the work being done by

KEMSA and its partners. It is a testament to the fact that every effort, regardless of scale, has the power to create a ripple effect of positive change.

I extend my heartfelt gratitude to the entire team involved in the creation of this publication – the writers, photographers, designers, and all those who have dedicated their time and talents to bring these stories to life. Together, we are committed to upholding the standards of excellence that KEMSA embodies.

As you journey through these narratives, I encourage you to engage fully, to embrace the emotions they evoke, and to join us in celebrating the remarkable progress we have achieved, and the brighter future that lies ahead.

Thank you for being an integral part of this journey, and for your unwavering support of KEMSA and its critical mission.

Elizabeth Mwai

*Editor, KEMSA Magazine
Public Relations and Communications
Manager*

AS YOU JOURNEY THROUGH THESE NARRATIVES,

I ENCOURAGE YOU TO ENGAGE FULLY, TO EMBRACE THE EMOTIONS THEY EVOKE, AND TO JOIN US IN CELEBRATING THE REMARKABLE PROGRESS WE HAVE ACHIEVED, AND THE BRIGHTER FUTURE THAT LIES AHEAD.



GEOKIM SUPPLIES (SEZ) COMPANY LTD

ABOUT US

- GEOKIM Supplies (SEZ) Company Limited is a reputable and dynamic entity in the healthcare sector.
- Established in 2008 with the sole and important purpose of 'contributing to the well-being of communities by delivering High-quality, Innovative and Cutting-edge healthcare solutions.'
- We are committed to Excellence and have evolved into a leading supplier of pharma and non-pharma products in Kenya.
- We nurture Strategic collaborations aimed at enhancing public health on a broad scale. We align closely with the objectives of both governmental and non-governmental entities.

SOME OF OUR PRODUCTS



Why Work With Us?

Your Vision and our Support

Primary Care to Drive the 'Next Phase of Growth'

- SHI to enhance health coverage.
- With Pfizer products in our basket, we can guarantee product usage & sales via 'Pull Demand'.



Low Costs

- Low costs from SEZ Incentives
- Fiscal Tax Incentives
- Non-Fiscal Incentives.



Affordability:

- Gain a competitive advantage.
- Savings enable competitive price points.
- 20-yr time horizon to corner the market.



'A door to Opportunity' for Pfizer

- Our Strategic partnerships will offer you
- Access to the highly attractive mass market.
- Last-Mile Reach: 'The missing link'
- Opportunity to expand in multiple areas –
 - o Geographical Reach,
 - o Therapy areas & Sector.
 - o Growth of product portfolio 'Expanded basket'



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Chairman's Message



I am delighted to extend warm greetings to you through the pages of our esteemed KEMSA Magazine (*The Supply Chain*). As we delve into the narratives of this edition, we are reminded of KEMSA's unwavering commitment to ensuring the availability of Quality Health Products and Technologies (HPTs) for the people of Kenya.

KEMSA's mandate, rooted in the provision of essential health commodities, is a cornerstone of our nation's healthcare system. Over the years, we have evolved to become a beacon of reliability and excellence, serving as a vital link in the healthcare supply chain.

Our achievements stand as a testament to the dedication of our team, the support of our partners, and the trust of the Kenyan people. Through prudent management and strategic collaborations, we have enhanced our operational efficiency, expanded our reach, and improved healthcare outcomes across the country. As we celebrate our successes, we

also acknowledge the challenges that lie ahead. The healthcare landscape is ever-evolving, and we must continuously innovate and adapt to meet the changing needs of our population. This edition of the Supply Chain magazine showcases our ongoing efforts to enhance our services and strengthen our impact.

Your commitment to our mission is commendable, and I am confident that together, we will continue to make a difference in the lives of millions of Kenyans. I invite you to immerse yourself in the stories shared in this magazine and join us in celebrating our achievements, recognizing the efforts of our partners, and envisioning a healthier, more prosperous future for our nation.

Thank you for your continued support and trust in KEMSA.

Warm Regards,

Irungu Nyakera, CBS
Chair,
KEMSA Board of Directors

AS WE CELEBRATE OUR SUCCESSES, WE ALSO ACKNOWLEDGE THE CHALLENGES. THE HEALTHCARE LANDSCAPE IS EVER-EVOLVING, AND WE MUST CONTINUOUSLY INNOVATE AND ADAPT TO

MEET THE CHANGING NEEDS OF OUR POPULATION.

Word from the CEO

It is my pleasure to welcome you to the latest edition of the KEMSA Magazine (*The Supply Chain*), where we celebrate our journey towards excellence in healthcare provision. As we reflect on our past achievements and look towards the future, it is clear that our vision for KEMSA goes beyond mere success - it is about transforming lives and building a healthier nation.

Since its inception, KEMSA has been at the forefront of ensuring the availability of essential health commodities to all Kenyans. Our vision of excellence in the provision of healthcare products and technologies is not just a statement; it is a commitment to the people of Kenya. It is a promise to deliver quality, affordable, and innovative solutions that save lives and improve health outcomes.

Our journey has been marked by numerous milestones and achievements. From strengthening our supply chain to embracing technology for better service delivery, we have continuously strived to raise the bar of excellence. The stories shared in this magazine highlight our progress and the impact of our collective efforts.

Looking ahead, our vision remains steadfast. We are dedicated to further enhancing our services, expanding our reach, and embracing innovation to meet the dynamic needs of our population. We are committed to working collaboratively with our partners and stakeholders to achieve our shared goal of a healthier Kenya.

I would like to thank our partners, stakeholders, and the entire KEMSA team for their unwavering



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support and dedication. Together, we will continue to make a difference in the lives of millions of Kenyans, ensuring that healthcare remains a fundamental right for all.

Thank you for your continued trust in KEMSA.

Dr. Andrew Mulwa
Ag. Chief Executive Officer
KEMSA

GEOKIM Supplies (SEZ) Company Ltd - A Trusted Healthcare Solutions Partner

In 2008, GEOKIM Supplies (SEZ) Company Limited emerged with a mission to contribute to community well-being through delivery of high-quality, innovative healthcare solutions. Over the years, it has established itself as a leading supplier of pharmaceutical and non-pharmaceutical products in Kenya, nurturing strategic collaborations to enhance public health initiatives.

According to GEOKIM Supplies, their core values drive their operations. These values include integrity, accountability, teamwork, customer service, and a commitment to quality. The company's sales team structure includes; Sales and Marketing Manager, Tender Manager, Key Accounts Manager, and Medical Representatives, focusing on regions such as the Rift Valley, Nairobi, Western, Coast, and Eastern & Central.

GEOKIM Supplies' success lies in its commitment to compliance, technology, customer service, financial management, and warehouse optimization. The company employs a relationship-based acquisition and retention strategy, engaging directly with KEMSA and local decision-makers.

Pfizer Laboratories Ltd, a global leader in pharmaceuticals, appointed Geokim Supplies SEZ company limited as an authorized distributor in Kenya, on May 6, 2024, this appointment offers opportunity for Geokim Supplies to maintain high standards and increase their capability to manage and distribute pharmaceutical products effectively.

And with the introduction of Social Health Insurance (SHI) in Kenya, GEOKIM Supplies sees significant growth opportunities in the healthcare sector. Its strategic collaboration with KEMSA positions it to expand market coverage beyond the public sector. Leveraging its partnerships, the company offers access to the mass market, last-mile reach, and an expanded product portfolio.

GEOKIM Supplies invites healthcare stakeholders to partner with them as they continue to provide reliable, high-quality, and innovative healthcare solutions. For more information, contact GEOKIM Supplies at Unit 20 Nairobi Gate Industrial Park, Eastern Bypass, P.O. BOX 17646 - 00100, Nairobi. Visit their website at www.geokimsupplies.com or email info@geokimsupplies.com, or call 0704 228 843.



HEALTHCARE DELIVERY

Authority Inches Closer to Meeting Full Customer Orders

By Catherine Maingi
Planning and Continuous Improvement Manager

In recent months, the Kenya Medical Supplies Authority (KEMSA) has made significant strides towards meeting the full spectrum of customer requests for essential medical supplies. This progress comes after months of meticulous planning and execution, with KEMSA's Order Fill Rate showing a steady increase, marking a departure from its previous stagnation below 45%.

The half-year report ending December 2023 revealed encouraging trends, indicating a steady growth in the availability of Essential Medicines and Program commodities. KEMSA has set an ambitious target of achieving a 90% Order Fill Rate, with a 10% allowance for stockouts at its worst performance. The Authority has also successfully addressed 80% of customer complaints, meeting the target, and resolved 77% of these concerns on time, slightly below the 90% target.

Dr. Andrew Mulwa, KEMSA's Chief Executive Officer, expressed confidence in the organization's ability to achieve impressive results by mid-year, citing the commitment from the board

and staff. In the first half of the year, KEMSA serviced over 53,000 orders to more than 8,000 health facilities countrywide, achieving an on-time delivery rate of 70%. Despite falling slightly below its ideal target, the Authority's turnaround time averaged 14.8 days for hospital orders and 18.4 days for Primary Health Facilities (PHFs). Dr. Mulwa noted that maintaining optimal stock levels on all essential medical commodities is crucial to meeting customer requests and expanding the product range.

To maintain integrity throughout the supply chain, KEMSA has deployed the use of Electronic Proof of Delivery, recording a 62% use, shy from the target of 90%. Dr. Mulwa remains optimistic about KEMSA's ability to meet nearly all customer requests by procuring vital and tracers items required in health facilities.

As KEMSA continues to make strides towards improving its operations and meeting customer demands, the Authority is positioned to play a crucial role in ensuring the availability of essential medical supplies and improving healthcare delivery across Kenya.



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New KEMSA Has Come A Long Way

Looking back over the last one year, as we forge ahead in our transformation journey, we have to acknowledge the milestones we have crossed, and review the lessons we have learnt along the way as we prepare for the challenges that lie ahead

By Irungu Nyakera
Board Chair



Since the inauguration of a new board by Health Cabinet Secretary Susan Nakhumicha a year ago, there is no gainsaying that the Kenya Medical Supplies Authority (KEMSA) has undergone a major transformation.

In the process, the leadership team, including the top management, has created a fit-for-purpose organisation able to deliver quality, reliable and affordable Health Products and Technologies for Kenyans. But we also acknowledge that there is still much more that we need to do as an organisation to improve our processes and turn-around times, well aware that constant improvement is a journey, not a destination.

In this journey, we are guided by our true North, which is our Vision as an Au-

thority: to pursue excellence in the provision of Healthcare Products and Technologies (HPTs) and supply chain solutions in the East Africa Region. Soon after its inauguration, the new board engaged in a deep dive of key areas in the organisation; Procurement, Operational, Financial and Human Resource functions, and identified key concerns in each. To address these concerns, they formulated turnaround strategies aimed at transforming KEMSA into an effective strategic procurement agency for the entire health sector as envisioned in the Vision 2030 development blueprint. These strategies were in turn informed by our Mission, which is to provide quality, affordable, essential HPTs and supply chain solutions to save and transform lives. The Vision 2030 blueprint clearly stipulates that "since drugs and

other medical supplies are paramount in the delivery of quality health care, there is a need to strengthen KEMSA to be a strategic procurement agency for the entire health sector."

And to enhance the capacity and management of KEMSA, Vision 2030 recommended that the Authority should be able to service a pull system for all facilities in Kenya over the next five years. This is meant to avoid delays in the supply and delivery of essential drugs and medical technologies.

Before the new board and management team took over, KEMSA was bogged down by a myriad of challenges, including a toxic work environment that affected staff morale, delayed payments to suppliers and a bad reputation arising from past scandals. To strengthen the management of the Procurement department, the new board led by its Chair, Mr Irungu Nyakera, announced a raft of initiatives, including implementation of a revamped supplier pre-qualification process designed to foster competitive bidding and ensure maximum value for money.

Under the board's supervision, the management automated supplier registration processes, streamlining the onboarding of qualified suppliers while minimising potential risks. This ensured Procurement onboarded a pool of reliable and trusted vendors who can meet the stringent quality standards.

Further, KEMSA introduced lotting of tenders to facilitate multiple awards, encouraged competition and ensured that we brought on board a diverse pool of suppliers. The Authority also rolled out robust measures for Monitoring and Evaluation mechanisms, leveraging on technology to create end-to-end visibility.

HEALTHCARE DELIVERY

Technology

Recognising the power of technology in driving organisational efficiency, the leadership team invested in the acquisition and deployment of a new Enterprise Resource Planning (ERP) system. This was a critical component of our turn-around strategy. With technology it became easier to improve our operational efficiency through data-driven decision-making. The ERP system has helped us to improve supply chain management, optimise inventory levels and provide real-time insights into the status of KEMSA's operations. This investment underscores the Authority's commitment to leveraging technology for the betterment of healthcare delivery and it is already bearing fruit.



Essential Medicines

The Board also directed the management team to prioritise the procurement of vital supplies, tracer items and class-A products which are often urgently required and regularly used in all public health facilities. This, while serving the urgent needs of end users, also helped us to reduce the accumulation of dead and slow-moving stock and continually ensures that KEMSA remains on solid financial footing. We have also refurbished and strengthened our regional depots to better help us meet the health needs of Kenyans faster.



Resilience

As many will attest, the last one year has been a steep learning curve for KEMSA's Board, Management and Staff, as they sought to understand how an organisation can go through a major crisis, remain resilient and bounce back better. I acknowledge the diverse teams that have played their respective roles to ensure that together we keep fixing the problems facing our ship, thus ensuring that it remains afloat. Our ultimate goal is to steer it back to the operational excellence it was once known for and exceed the expectations of Kenyans and our various stakeholders, who we have been constantly engaging. It is important to mention that due to the collective effort, KEMSA has improved its Order Fill Rate from a low of 28 per cent to a high of 64 per cent in that one year, making us a more reliable health services partner.

Sustainability

To ensure that we remain sustainable, the leadership team embarked on robust recapitalisation efforts which eventually led the Cabinet to allocate KEMSA Sh2 billion. This was a significant step towards achieving financial stability for sustaining operations and fulfilling KEMSA's broad mandate, including our emergency response during the recent heavy rains.



The Future

Our transformation journey is only a year old. A great deal of work still awaits us. For instance, how do we eliminate dormant or slow moving stocks so that we can free up more resources and improve our cash flow? How do we forge new partnerships to improve our top, and bottom line? How can we continuously improve our governance and operational systems to become a more efficient organisation?

These are some of the challenges that we as the KEMSA team must keep addressing as we look forward to greater success in the next one year.



Right Stocking: KEMSA Uses Tech to Measure Demand and Ensure Supply

By **Eliud Muriithi**
Commercial Director

KEMSA has restructured its Demand and Supply Committee to guide the Authority on the right quantities of Health Products and Technologies to stock and supply based on customers' demand.

To avert excessive stock holding – which can lead to dormant and expired stocks – or understocking, which contributes to stockouts, KEMSA has rolled out demand planning to advise on appropriate inventory.

This customer-centric approach revolves around understanding, and anticipating, customer preference and behaviours by analysing historical sales data, market trends and customer feedback to inform the medical commodities list. KEMSA will also use predictive analytics from its

ERP, market research and demand data acquired through customers engagement to foster accurate demand forecasting. The renewed commitment on Demand and Supply is intended to bolster demand forecasting to enable KEMSA to make smarter supply decisions on inventory holding while meeting customer expectations.

In a move to institutionalise good business practice, KEMSA has been implementing reliable demand and supply planning processes that promote operational efficiency. These practices will enhance demand forecasts, optimise inventory management, improve customer satisfaction and adjust the supply chain based on demand patterns.

Effective demand and supply chain planning fosters collaboration between departments and the Ministry of Health.

Additionally, it mitigates risks associated with demand variability and provides objective information essential for budget and resource allocation. Consequently, all Intended procurements shall be subjected to relevant checks and scrutiny to determine if they are necessary and whether projected quantities will be fully absorbed by the counties and other clients.

Prior to initiating procurements, the Demand and Supply Committee, which draws members from various departments, will analyse requests vis-a-vis market trends before okaying procurement to proceed for tender or re-ordering. The Authority's Planning and Continuous Improvement team will then collate data from consumption trends to inform decision-making by the Demand and Supply Committee. Similarly, the Commercial Directorate shall continue to engage with customers and prospects to understand their needs and ultimately ensure satisfaction.

Demand planning in supply chain management is pivotal, acting as the compass that guides the entire operational ecosystem. It is the process that bridges the gap between a company's strategic goals and the execution of its operations. Demand planning revolves around comprehending, predicting and meeting customer requirements while optimising inventory levels, production capacities and resources. This is a job that KEMSA is striving to get right.



KEMSA Rises to the Occasion: Delivering Essential Supplies, Strengthening Healthcare



In the face of unprecedented challenges, KEMSA has emerged as a beacon of efficiency and reliability, playing a pivotal role in bolstering Kenya's healthcare system. As the primary procurement and distribution Authority for medical commodities, KEMSA has consistently risen to the occasion, ensuring that critical medical supplies reach healthcare facilities across the country, even during times of crisis.

Throughout the COVID-19 pandemic, KEMSA demonstrated its agility and responsiveness. When the nation grappled with surging cases and dwindling stocks of personal protective equipment (PPE), KEMSA stepped up its efforts, procuring and distributing millions of masks, gloves, and other essential items to frontline workers. This swift action not only safeguarded the health of medical personnel but also bolstered the resilience of the healthcare system, enabling it to

withstand the pressures of the pandemic. Beyond the pandemic, KEMSA has undertaken significant initiatives to enhance the accessibility and quality of healthcare across Kenya. In 2024, the Authority inaugurated a new regional distribution center in Kisumu, serving the Nyanza, Western, and North Rift regions.

This strategic move has streamlined the delivery of medical supplies, reducing lead times and ensuring that essential commodities reach even the most remote health facilities in a timely manner. The improved distribution network has been a game-changer, positively impacting the lives of countless individuals who now have greater access to the care they need.

KEMSA's commitment to innovation has also been a key driver of its success. The Authority has embraced advanced technologies to enhance its operations, implementing a robust e-procurement system

and a state-of-the-art warehouse management platform. These technological advancements have optimized KEMSA's supply chain, reducing inefficiencies and minimizing the risk of stockouts. Moreover, the Authority has invested in training and capacity-building initiatives, equipping its workforce with the skills and knowledge necessary to navigate the evolving healthcare landscape.

As Kenya continues to strengthen its healthcare system, KEMSA's pivotal role cannot be overstated. Through its unwavering commitment to excellence, innovation, and service, the agency has become a shining example of how a state-owned enterprise can effectively serve the public good. By consistently delivering essential medical supplies, KEMSA has played a vital part in improving health outcomes and enhancing the well-being of communities across the nation.

Evolving to Efficient Healthcare Supply Chain Management Authority

KEMSA has undergone a remarkable transformation in its operational efficiency, particularly in its healthcare supply chain management. KEMSA has made significant strides in enhancing its Order Fill Rate (OFR) and overall service delivery, positioning itself as a pivotal player in ensuring the availability of essential medical supplies across Kenya.

One of KEMSA's most notable achievements is its OFR exceeding 70%, a remarkable improvement from its previous rate of below 40%. This significant enhancement reflects KEMSA's commitment to optimizing its supply chain processes, ensuring that healthcare facilities receive their orders in a timely manner. By surpassing the 70% target, KEMSA has demonstrated its ability to meet the increasing demand for medical supplies, particularly during critical periods such as the El Nino.

KEMSA has strategically optimized its network to improve the efficiency of its distribution system. Through route network optimization, KEMSA has been able to streamline its delivery routes, reducing transit times and ensuring that medical supplies reach their destinations promptly. This strategic approach has not only enhanced the speed of delivery but has also contributed to cost savings, enabling KEMSA to operate more efficiently.

To enhance its operational efficiency, KEMSA has implemented an Integrated Logistics Management Information System (iLMIS) and commenced development of an SAP Enterprise Resource Planning (SAP ERP) system. These systems provide KEMSA with real-time visibility throughout its supply chain, enabling better inventory management, demand forecasting, and decision-making. The integration of these systems will improve the efficiency of KEMSA's operations and enhanced overall service delivery to its customers.

KEMSA has been an early adopter of technology in its quest for operational excellence. By embracing cutting-edge supply chain solutions, KEMSA has been able to streamline its processes, reduce manual errors, and improve overall efficiency. The use of technology has also enabled KEMSA to enhance its customer service, providing healthcare facilities with accurate and timely information regarding their orders.

KEMSA's journey towards operational excellence is proof of its commitment to avail quality HPT's to save and transform lives. Through its enhanced Order Fill Rate, strategic network optimization, and the adoption of innovative technologies, KEMSA has positioned itself as a key player in the healthcare sector, ensuring that essential medical supplies are readily available.



KEMSA Stock taking

To enhance its operational efficiency, KEMSA has implemented an Integrated **LOGISTICS MANAGEMENT** Information System (iLMIS) and commenced development of an SAP Enterprise Resource Planning (SAP ERP) system.





SQUARE PHARMA KENYA



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FINANCIAL TRAJECTORY

Sustainability: KEMSA Embraces Strategic Financial Management

By Carol Anunda
Finance Manager

KEMSA has embarked on a comprehensive financial management strategy to ensure sustainability and enhance its ability to provide quality healthcare products and supply chain solutions. The Authority has implemented various initiatives to improve resource mobilization, debt collection, infrastructure development, and procurement prioritization.

Through intergovernmental mechanisms, KEMSA is actively engaging with counties and relevant Government bodies to find sustainable solutions to secure financial support. Through these engagements, KEMSA has secured an anticipated Ksh. 2 billion from the Treasury and increased donor funding. This increased funding has allowed KEMSA to expand its operations and improve its service delivery to healthcare facilities across the country.

KEMSA has implemented effective debt collection strategies, including engaging with the Council of Governors to support these efforts. By prioritizing debt collection, KEMSA has been able to recover long outstanding debts, improve cash flow, and ensure financial sustainability.

KEMSA has also focused on recovering resources owed to it by the Ministry of Health and other strategic partners. Through effective engagement and collection processes, KEMSA has successfully recovered significant amounts, further enhancing its financial stability.

The Authority has invested in infrastructure development, including the completion of the Kisumu Regional Distribution Center. This



infrastructure development has enhanced KEMSA's service delivery and operational efficiency. Additionally, KEMSA has improved its payment processes for suppliers, significantly reducing delays and improving supplier relationships. To optimize cash flow, KEMSA has focused its purchasing on Tracer, Vital, and Class A items. This procurement prioritization ensures that essential medical supplies are always available, improving healthcare service delivery. KEMSA has also continued to eliminate dormant or expired stock, freeing up cash flow and increasing operational efficiency.

KEMSA's strategic financial management initiatives have significantly contributed to its sustainability and ability to provide reliable healthcare products and supply chain solutions. Through effective resource mobilization, debt collection, infrastructure development, and procurement prioritization, KEMSA continues to enhance its financial stability and support the healthcare needs of Kenyan communities.

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STRENGTHENING DISTRIBUTION

KEMSA Unveils State-of-the-Art Regional Distribution Centre in Kisumu

In a landmark event, Kenya Medical Supplies Authority celebrated the inauguration of its Kisumu Regional Distribution Centre (RDC) on 6th March 2024. This marked a significant milestone in KEMSA's ongoing efforts to decentralize its operations and enhance access to Health Products and Technologies in the Lake Region Economic Block.

The idea of establishing the Kisumu RDC was first conceived in 2016 as part of KEMSA's commitment to improving healthcare accessibility in the Lake Region. Despite facing logistical challenges and funding constraints, the project persevered, culminating in the realization of a state-of-the-art facility strategically positioned to serve 10 counties initially, with plans for expansion to 19 counties by the end of the year.

During the inauguration ceremony, Hon. Nakhumicha S. Wafula, EGH, Cabinet Secretary for Health, delivered a powerful speech reaffirming the government's dedication to achieving Universal Health Coverage. She emphasized the importance of the Kisumu RDC in bringing *Dawa Mashinani* to the grassroots and its alignment with the Kenya Kwanza government's Bottom Up Economic Transformation Agenda. Hon. Wafula praised KEMSA's commitment to leveraging innovative approaches to drive quality healthcare delivery.

Irungu Nyakera, Chair of KEMSA Board, highlighted the transformative impact of the Kisumu RDC on HPT's healthcare distribution. He commended the facility's role in streamlining order processing and reducing the Order Turnaround Time by approximately 40%, underscoring KEMSA's dedication to operational excellence and customer satisfaction. Nyakera outlined KEMSA's recent strategic transformation efforts, focusing on key areas such as human resource, procurement, finance, and governance, to enhance organizational



efficiency. Dr. Andrew Mulwa, CEO, KEMSA, elaborated on the operational scope of the Kisumu RDC, emphasizing its role in facilitating same-day delivery of orders and enhancing supply chain efficiency. He underscored the facility's advanced warehousing model, designed to ensure better visibility and management of health products and technologies (HPT's), thus improving healthcare outcomes for patients.

The ceremony also witnessed the processing of Essential Medicines and Medical Supplies (EMMS) and Program orders valued at Kshs. 295.4 million, earmarked for counties in the region. Additional orders valued at Kshs.152.8 million highlighted KEMSA's commitment to meeting the healthcare needs of communities across Kenya. The launch of the Kisumu RDC symbolizes KEMSA's dedication to improving healthcare

delivery nationwide. With its strategic location, advanced infrastructure, and commitment to excellence, the facility is poised to set new standards for service accessibility and efficiency in the region.

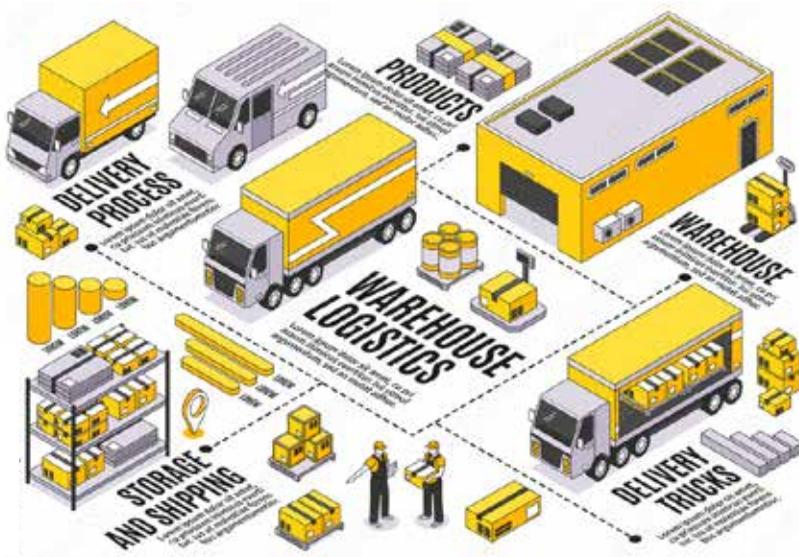
As KEMSA continues its mission to provide cost-effective supply chain solutions and enhance healthcare accessibility, the Kisumu RDC stands as a beacon of progress, illuminating the path towards a healthier future for all Kenyans.



Turnaround Time by approximately 40%, underscoring KEMSA's dedication to operational excellence and customer satisfaction.

STRENGTHENING DISTRIBUTION

Collaborative Efforts: Unifying Healthcare Distribution for Enhanced Efficiency



In a bid to revolutionize healthcare distribution in Kenya, key stakeholders gathered at the Integrated Distribution Planning Workshop organized by KEMSA and supported by the Africa Resource Centre. Among the many initiatives discussed was the establishment of a unified National technical committee to oversee and coordinate the ordering of Program medicines, a national medicines dashboard for enhanced supply chain visibility, and a common Logistic Management Information System (LMIS) linked to the Kenya Health Information System (KHIS). The collaborative efforts and their potential impact on Kenya's healthcare system were discussed.

Harmonizing Ordering Timelines:

One of the major outcomes of the workshop was the emphasis on harmonizing ordering timelines across all strategic pro-

grams. This initiative is seen as crucial for achieving an integrated distribution system, ensuring timely order processing and distribution of health products and technologies (HPTs).

Enhancing Medicines Availability:

The integrated distribution planning concept aims to enhance medicines availability at health facilities by optimizing distribution vehicle utilization and economies of scale. By consolidating and integrating program orders, the system seeks to reduce distribution costs and improve operational efficiency.

Improving Service Delivery:

The proposed initiatives are expected to improve service delivery at health facilities by streamlining distribution processes and ensuring the availability of essential medicines. This will lead to better patient out-

comes and increased satisfaction among healthcare providers and patients.

Cost Effectiveness and Operational Efficiency:

With reduced operational costs and improved distribution efficiency, more funds can be allocated to buying medicines, ultimately benefiting more patients and improving overall health outcomes. The integrated distribution planning concept is therefore not only a strategic move towards enhancing healthcare distribution but also a step towards achieving cost-effectiveness and operational efficiency in the healthcare sector.

In conclusion, the Integrated Distribution Planning Workshop highlighted the importance of collaborative efforts in transforming healthcare distribution in Kenya. The proposed initiatives, once implemented, have the potential to revolutionize the healthcare distribution landscape, ensuring the availability of essential medicines and improving overall service delivery. As stakeholders work towards approvals and implementation, the vision of a unified and efficient healthcare distribution system in Kenya seems closer than ever before.



KEMSA Board Adopts Electronic System to Streamline Operations and Track Projects



In a swift move to streamline board operations and track projects implementation, the KEMSA Board has okayed use of an electronic system called eboard.

The software, Convene Electronic Board Management Systems, is aimed at improving efficiency and productivity. Through the eboard software, board directors will gain access to a centralised information hub just by clicking on the button on their gadgets instead of shuffling bulky hardcopy board papers.

It will also make it possible to convene virtual and physical meetings to deliberate on urgent matters and make informed decisions.

The purpose-built Convene eboard software will facilitate automation of all board processes including scheduling, sharing of board papers, conducting and managing meetings as well as minutes and communication in a more secure and efficient manner. The Authority held a training session on use of the



system by Azeus Convene, the firm supporting KEMSA in deploying the platform.

KEMSA board led by its Chair Irungu Nyakera, expressed eagerness to unlock the true potential of the eBoard Investment and using its power to digitize their processes. "This platform will be implemented immediately in the upcoming board and committee meetings, to track all agendas on real time basis. We expect the secretariat to upload all information to enable us make quick references for all meetings," the chair stated. Nyakera called on the consultant to

provide continuous support to ensure that the structure remains intact so that it can assist all future boards.

The CEO committed to use the platforms in all future meetings, noting that it will be useful in assisting management to cascade and track their progress to board level with much ease.

Dr. Jane Masiga, stressed on the need to ensure data security to ensure the highly sensitive information is secure from data breaches and unauthorized access and compliance violations.

"It is imperative to protect the privacy of board proceedings from unauthorized access, which can potentially affect decisions," cautioned Masiga.

Convene eBoard Specialist Jackie Mbaire and Loyford Mwiti (BDM-Jenetworks) showcased that Convene System employs robust encryption, access controls and regular monitoring to protect confidential data while adhering to stringent data protection regulations as outlined by the Authority and Data Protection Act.

They emphasised that they would prioritise user-friendly and extensive training resources for the board and management to ensure that all users are familiar with the system through their Customer Success Team.

KEMSA board said there has been a seamless Transition with Convene from manual meetings to paperless meetings. However, they said the use of board management software to run board meetings can be quite terrifying.

This is due to the time and effort needed to learn how to use the application and the problem of how to fit it in the current system.

Convene's Impact on Board Management Digitalisation Across Africa

By Jackie Mbaire

Convene Consultant, Kenya

Convene, an award-winning board management software, is revolutionising board operations across the globe. Its platform simplifies board meeting preparation, enhances collaboration, and makes decision-making more efficient. Convene champions organisations in different industries, including financial, healthcare, nonprofits, and other public and private companies, whether in remote, physical, or hybrid setups. Organisations across Africa are experiencing remarkable transformations within and beyond their boardrooms as a result.

Shield Life Limited - Seamless Transition to Paperless Meetings

Despite the challenges posed by COVID-19 and lockdown restrictions, Shield Life Limited found Convene's intuitive design and enterprise-grade security features instrumental in facilitating a transition to paperless meetings. The life insurance company commended Convene's Agenda Builder feature, which allowed them to effortlessly create and send board packs to all members simultaneously while ensuring that confidential documents remain secure within the system.

Corporate Secretaries International Association (CSIA) - Better Accessibility

The Corporate Secretaries International Association turned to Convene to overcome the limitations of email-based board pack distribution. By leveraging the board portal's meeting tools, CSIA improved efficiency in meeting preparation, regardless of time zone differences. Members of the international federation note the convenience of uploading board packs to the portal, enabling board members to access documents anytime, anywhere, and annotate them before meetings.



WAICA Re Zimbabwe -

Secure and Centralised Documents

WAICA Re Zimbabwe leveraged Convene to centralise meeting documents and streamline various meeting tasks, including scheduling, agenda building, and voting circulation, all in one secure space. As an insurance firm, WAICA Re Zimbabwe prioritises data security above all else. Therefore, having Convene's robust security features, such as role-based permissions and copy restrictions, integrated into their operations was beneficial to both the members and clients.

Road Traffic Infringement Agency (RTIA) - Round-the-clock Support

For the RTIA, an independent adjudicator of traffic infringements and fines in South Africa, Convene's integration capabilities proved to be a game-changer in configuring systems and enhancing staff efficiency. With seamless integration with existing directory structures, Convene facilitated user authentication and configuration changes, minimising downtime while

optimising operations. RTIA also lauded Convene's consistent support, from the initial demonstration to tools training to their ongoing 24/7 assistance, ensuring smooth operation and maximum utilisation of platform features.

Conclusion

Adopting Convene is a strategic investment for organisations seeking to enhance board efficiency and embrace digital transformation. For vital institutions like KEMSA, which must prioritise efficiency and transparency in its board processes to fulfil its mission effectively, Convene offers features that streamline meeting processes, improve collaboration among board members, and ensure the security and integrity of board operations.

This adoption opens opportunities for innovation and growth, ultimately empowering organisations to make informed decisions and better serve their respective sectors and populations.

TECHNOLOGICAL ADVANCEMENT

Transformational Impact on Healthcare Ecosystems

In recent years, the healthcare landscape in Africa has witnessed a transformation driven by digitalization and innovative solutions. Two entities, the Kenya Medical Supplies Authority and Convene, have been at the forefront of this transformation, revolutionizing healthcare delivery and governance in the region.

KEMSA, with a mandate to provide cost-effective supply chain solutions, has leveraged technology to streamline its operations and improve transparency. The establishment of the Kisumu Regional Distribution Centre (RDC) was a strategic move to decentralize the distribution network, reduce order turnaround time by approximately 40%, and ensure the availability of essential medical products at the last mile.

This decentralization initiative has not only improved efficiency but has also played a crucial role in meeting the growing demand for healthcare services in underserved regions.

Moreover, KEMSA has been proactive in adopting innovative technologies to enhance its operations further. The use of data analytics and digital platforms has enabled KEMSA to improve forecasting accuracy, optimize inventory management, and reduce wastage, ultimately leading to cost savings and improved service delivery.

Convene, on the other hand, has been instrumental in revolutionizing board management across Africa. Its award-winning board management software has simplified

board meeting preparation, enhanced collaboration, and made decision-making more efficient. By implementing best meeting practices, Convene has championed organizations in different industries, including healthcare, financial, and non-profit institutions, whether in remote, physical, or hybrid setups.

By embracing digital transformation and leveraging innovative solutions, KEMSA and Convene have set new standards for service accessibility and efficiency in the healthcare sector. KEMSA's commitment to efficiency, transparency, and accessibility has positioned it as a leader in revolutionizing healthcare delivery and governance in the region, benefiting millions of people across Kenya and beyond.

<div style="background-color: #e91e63; color: white; padding: 5px; text-align: center; border-radius: 10px; margin-bottom: 10px;">VISION</div> <p>Delivery of quality health care services</p> <div style="background-color: #e91e63; color: white; padding: 5px; text-align: center; border-radius: 10px; margin-bottom: 10px;">MISSION</div> <p>To be a partner of choice for medical solutions through partnerships, ethical leadership, teamwork and efficiency.</p> <div style="background-color: #e91e63; color: white; padding: 5px; text-align: center; border-radius: 10px; margin-bottom: 10px;">CORE VALUES</div> <p>Compassion Accountability Respect Ethics</p>	<div style="background-color: #e91e63; color: white; padding: 5px; text-align: center; border-radius: 10px; margin-bottom: 10px;">PRODUCTS AND SERVICES</div> <table border="0" style="width: 100%;"> <tr> <td style="width: 50%; text-align: center; padding: 5px;"> RENAL CARE SOLUTIONS </td> <td style="width: 50%; text-align: center; padding: 5px;"> ICU EQUIPMENT & CONSUMABLES </td> </tr> <tr> <td style="text-align: center; padding: 5px;"> IMAGING EQUIPMENTS & CONSUMABLES </td> <td style="text-align: center; padding: 5px;"> ONCOLOGY SOLUTIONS </td> </tr> <tr> <td style="text-align: center; padding: 5px;"> NON PHARMACEUTICAL COMMODITIES </td> <td style="text-align: center; padding: 5px;"> REPRODUCTIVE HEALTH COMMODITIES </td> </tr> <tr> <td style="text-align: center; padding: 5px;"> WATER TREATMENT SOLUTIONS </td> <td style="text-align: center; padding: 5px;"> END TO END HOSPITAL SOLUTIONS </td> </tr> </table>	 RENAL CARE SOLUTIONS	 ICU EQUIPMENT & CONSUMABLES	 IMAGING EQUIPMENTS & CONSUMABLES	 ONCOLOGY SOLUTIONS	 NON PHARMACEUTICAL COMMODITIES	 REPRODUCTIVE HEALTH COMMODITIES	 WATER TREATMENT SOLUTIONS	 END TO END HOSPITAL SOLUTIONS
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System Boosts Commodity Security

By Dennis Ndwiga

Business Development Coordinator

Background:

The Academic Network on Sexual and Reproductive Health and Rights Policy (ANSER) conference in Brussels, Belgium, provided a platform for countries worldwide to showcase innovative solutions ensuring the effective use of resources in reproductive health (RH) commodity investments. The conference highlighted the importance of visibility and accountability in commodity management, particularly concerning donor investments.

KEMSA's Participation:

KEMSA, represented by Dennis Ndwiga, the Business Development Coordinator (Strategic Partnerships), showcased Kenya's pioneering Integrated LMIS. This system incorporates the Commodity Early Warning and Alerts System (CEWAS), ensuring enhanced commodity visibility to the last mile and minimizing wastage, including expiries, overstocks, damages, and pilferage. The system's quantification module predicts optimal stocking levels for national commodity security, making it a proactive decision support system.

Innovative Approach:

KEMSA's Integrated LMIS is a groundbreaking approach to commodity security, offering visibility and accountability unmatched by other systems globally. By ensuring no stockouts and minimizing wastage, the system has garnered support from various donors, including UNFPA, the Global Fund, and USAID, among others. This support underscores the system's effectiveness in enhancing commodity visibility and accountability, making it a model for other countries and supply chains.



Implications for KEMSA:

KEMSA's participation in the ANSER conference not only positions it as a global leader in health commodities supply chain innovation but also enhances its credibility and accountability in managing donor investments. The system's success not only benefits Kenya but also offers an opportunity for knowledge transfer to other supply chains worldwide, promoting similar systems for national or global commodity security.

KEMSA's Integrated LMIS stands as a testament to Kenya's commitment to ensuring effective commodity management and accountability in the health sector. By showcasing this innovative system at the ANSER conference, KEMSA has not only received recognition but also positioned itself as a center of excellence in supply chain management, benefiting both Kenya and the global health community.

**KEMSA's
Integrated LMIS is
a groundbreaking
approach to
commodity security,
OFFERING
VISIBILITY
and accountability
unmatched by other
systems globally.**



Leveraging on Technology for Efficient Healthcare Supply Chain Management

KEMSA has revolutionized its healthcare supply chain management through the strategic integration of technology. The Authority has embraced innovative solutions to enhance operational efficiency and improve transparency to ensure the availability of essential medical supplies across the country.

One of KEMSA's key technological advancements is the integration of an Enterprise Resource Planning (SAP ERP) system. The system is being developed in partnership with University of Nairobi Entreprises and services Ltd to streamline its core business processes, including procurement, warehousing, human resources, finance, sales, and distribution. By centralizing these processes, KEMSA has improved data accuracy, reduced manual errors, and enhanced overall operational efficiency.

KEMSA has implemented automated scorecards to monitor and report on key management metrics such as inventory management, order fill rate, and other critical performance indicators. These scorecards provide real-time insights into KEMSA's operations, allowing for quick decision-making and proactive management of supply chain processes.

Through the integration of technology, KEMSA has enhanced its reporting capabilities, providing stakeholders with real-time visibility into critical aspects of its operations. Improved reporting on order turnaround time, stock status, and man-



agement reporting has enabled KEMSA to make data-driven decisions and respond swiftly to supply chain challenges.

KEMSA has deployed an Electronic Proof of Delivery (e-POD) app with GPS tracking, linked to its Logistics Management Information System (LMIS). This app enables KEMSA to monitor deliveries in real-time, ensuring accurate and timely delivery of medical supplies to healthcare facilities. The e-POD app has significantly enhanced delivery monitoring and data accuracy, improving overall supply chain efficiency.

KEMSA has optimized its Warehouse Management System (WMS) to improve stock visibility and delivery acknowledgments at

health facilities. By connecting the WMS to its LMIS, KEMSA has enhanced its ability to manage inventory, reduce stockouts, and ensure timely delivery of medical supplies to healthcare facilities.

Through the strategic integration of technology, KEMSA has achieved remarkable improvements in its healthcare supply chain management. The adoption of an ERP system, automation of performance scorecards, deployment of an e-POD app, and optimization of its WMS have all contributed to KEMSA's success in enhancing operational efficiency and ensuring the availability of essential medical supplies across Kenya.

PICTORIAL



USAID-Kenya Validates KEMSA's Reforms Progress

By John Kabuchi

Ag. Director, Partnerships and Resource Mobilisation

An independent Third-Party Validation (TPV) conducted by USAID-Kenya has affirmed Kenya Medical Supplies Authority's (KEMSA) progress in implementing reforms, scoring an impressive 89 percent. This validation underscores KEMSA's commitment to enhancing operational efficiency and credibility.

Validation Process and Key Milestones:

The TPV assessed key milestones such as Governance and Oversight, Optimization of Distribution Management, Procurement, Management Control Implementation, Supplier Vendor Management, GDP Compliance Audits, and Recommendation Implementation. The review highlighted significant achievements in these areas.

Procurement Excellence:

The validation recognized KEMSA's procurement efforts, scoring 93.5%. The alignment of KEMSA's manual with USG guidelines and adherence to critical processes such as planning, bid documentation, and bidding processes were commendable. However, the assessors recommended tightening evaluation processes and contract management.

Distribution Optimization:

KEMSA's distribution network scored 96%, attributed to installing GPS trackers on all trucks and amending distributor contracts to include measurable KPIs. These efforts have improved truck availability, on-time delivery, and Proof of Delivery return time.

Governance and Oversight:

Scoring 97%, KEMSA's governance structure was lauded for having all relevant board guiding documents in place and in use. This score reflects KEMSA's commitment to transparency and effective leadership.

Management Control and Supplier Vendor Management:

While these areas scored 85% and 83% respectively, the assessors noted room for improvement. The report recommended enhancements in these areas to further strengthen KEMSA's operational efficiency and supplier relationships.

GDP Compliance and

Recommendations Implementation:

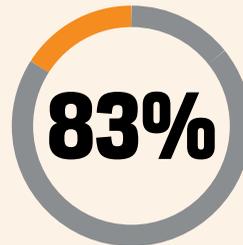
Scoring 81%, KEMSA's efforts in GDP compliance audits and recommendation implementation were acknowledged. However, the report emphasized the need for continued adherence to these standards to ensure quality and safety in healthcare products distribution.

Conclusion:

The independent validation by USAID-Kenya highlights KEMSA's significant progress in reform implementation and operational efficiency. The high scores across key areas demonstrate KEMSA's commitment to enhancing healthcare delivery in Kenya. Moving forward, KEMSA aims to maintain these high standards and further improve its processes to better serve the healthcare needs of the Kenyan population.

KEMSA SCORES HIGHLIGHTS

REFORMS IMPLEMENTATION	89%
GOVERNANCE STRUCTURE	97%
DISTRIBUTION NETWORK	96%
KEMSA GDP COMPLIANCE	81%



While these areas scored 85% and 83% respectively, the assessors noted room for improvement.



The validation recognized KEMSA's procurement efforts, scoring 93.5%. The alignment of KEMSA's manual with USG guidelines and adherence to critical processes such as planning, bid documentation, and bidding processes were commendable.

KEMSA Partners with UNFPA to Boost Family Planning

The Authority is advancing reproductive health services by enabling distribution of 450,000 self-injectable contraceptives doses as part of a campaign to reduce unplanned pregnancies and reduce maternal deaths



KEMSA's efforts to strengthen its Supply Chain Services are bearing fruits!

This is evidenced by the new contract that the Authority recently signed with the United Nations Population Fund (UNFPA) to distribute 450,000 doses of contraceptives worth Sh57 million (\$348,000).

Known scientifically as Subcutaneous Depot Medroxyprogesterone Acetate (DMPA-SC), the contraceptives are expected to enhance access to reproductive health services across the country. The medicines were procured by UNFPA with funding from the UK government.

KEMSA's role is to ensure they are distributed to health facilities in every part of Kenya. The contraceptive is a user-friendly injectable that can be administered by trained individuals, including community health workers, or by the users themselves. About 60,000 doses have already been delivered to various hospitals in the Authority's quest to meet UNFPA's and the Ministry of Health goals to boost access to family planning beyond traditional healthcare settings.

Mr Anders Thomsen, the UNFPA Kenya Representative, said the supplies will help prevent unintended pregnancies

as well as maternal deaths. "Funding for the family planning programme is a vital component of the support we receive from the UK government," he said. "It ensures that women can access and choose from a range of quality family planning methods, no matter where they live in the country. This in many ways, helps us deliver on the commitment to end preventable maternal deaths."

The Acting Director General in the Ministry of Health, Dr. Patrick Amoth, said the Government was committed to ensuring easy access of family planning supplies to women of reproductive age as the

country steps up efforts to achieve 64 per cent of contraceptives uptake by 2030.

“Kenya has made significant progress in promoting access to family planning, with the modern contraceptive prevalence rate rising to 57 per cent in 2022, up from 53 per cent in 2014,” said of the progress the ministry has made in achieving its family planning medicines uptake goal. “We are expanding access to family planning beyond traditional healthcare settings”.

Despite misinformation on various family planning methods and high financial cost of access, she said, the Health ministry has been creating awareness about the need for women of reproductive age to use contraceptives.

Among others, the contraceptives set to benefit over 400,000 women are also expected to prevent 42,750 cases of unintended pregnancies and 122 maternal deaths.

The Deputy Development Director at the British High Commission, Ms Eduarda Mendonca-Gray said sexual and reproductive health and rights are key priorities for the UK government.

“Since 2010, we have been supporting family planning efforts in Kenya and we remain committed to working collaboratively. We will continue working with the Health Ministry to empower women to plan for their lives and future, and to decide when to have children by choice, not by chance,” she said.

According to the 2022 Kenya Demographic Health Survey, 66 per cent of currently married women and 89 per cent of sexually active, unmarried women need family planning services and medicines.

Kenya has made significant progress in promoting access to family planning, with the modern contraceptive prevalence rate rising to 57 per cent two years ago, up from 53 per cent ten years ago.



During the same period, the unmet need for family planning was reduced from 18 to 14 per cent.

Despite this progress, barriers such as the high financial cost of access and uncertainty over supply still hinder efforts to meet the demand for family planning services.

The contraceptive is a user-friendly injectable that can be administered by trained individuals, including community health workers, or by the users themselves. About 60,000 doses have already been delivered to various hospitals in the Authority's quest to meet UNFPA's and the Ministry of Health goals to boost access to family planning beyond traditional healthcare settings.



Fighting Malaria, One Net at A Time

KEMSA has in the last five months overcome great odds, especially floods, to reach millions of Kenyans who need treated nets to keep killer mosquitoes at bay

More than five million mosquito nets have been distributed in ten counties across Kenya as part of a drive to combat malaria, which kills more than 10,000 people each year.

KEMSA delivered 5,404,018 long-lasting insecticidal-treated nets, whose distribution has been sponsored by the Global Fund. The Fund has partnered with KEMSA and the Ministry of Health to supply nets to 18 targeted counties. The successes recorded so far are a testament of KEMSA's distribution dexterity and commitment to ensuring that medical supplies are available in remote and hard-to-reach areas of Kenya.

From mid-January, the Authority embarked on last mile distribution to reach families in Kisumu, Siaya, Kisii, Nyamira and Migori counties in the Nyanza region and Kwale, Mombasa, Lamu, Taita Taveta and Tana River counties at the Coast. The distribution is part of ongoing efforts by the Ministry of Health and Global Fund to provide an effective mass protection against malaria.

Distribution was carried out in areas hardest hit by the recent floods, with the main target being villages that had been cut off by collapsed bridges or where roads had been submerged by floods or rivers that had burst their banks.

Despite facing numerous challenges, the Authority has devised logistical solutions to ensure that supplies reach the mapped sites on time so as to protect vulnerable citizens from the adverse impact of contracting malaria. Other malaria-prone counties set to benefit from this



PARTNERSHIPS AND COLLABORATIONS



campaign include Kilifi, Busia, West Pokot and Trans Nzoia. Consignments have already been dropped off and are only awaiting distribution to the targeted households. Another consignment meant for Narok is already at KEMSA stores awaiting delivery to the area.

KEMSA is expected to deliver a total of 10,915,002 nets to various households in regions classified as malaria endemic areas as a form of personal protection. It is also awaiting delivery of 792,755 nets from Arusha, Tanzania which will be distributed in Turkana and Baringo counties in the Rift Valley and Kirinyaga County in central Kenya.

The mass nets distribution drive kicked off with household registration by teams from the Government's Malaria Programme. Information about the beneficiaries was then uploaded on Digimal, an electronic platform used to track beneficiaries' data. Digitisation of the process has prevented leakage and loss of the nets.

According to the latest Kenya malaria indicator survey report, about four million Kenyans contract malaria annually, with more than 10,000 dying from the disease.

According to various health survey reports, malaria is among the leading killer diseases in the country. The most affected demographics are expectant mothers, children aged five years and below and the elderly.

Studies have shown that use of nets can reduce malaria infections, severe disease and death.



RECOGNITIONS

KEMSA Illuminates the Global Stage: A Third-Place Triumph at GHSCS 2023

Kenya Medical Supplies Authority clinched the third position globally at the prestigious Global Health Supply Chain Summit 2023, held in Kenya. This hotly contested summit, featuring representatives from 15 countries, showcased cutting-edge solutions revolutionizing global healthcare.

KEMSA's groundbreaking entry, titled "Impact of an Automated Supplier Scorecard in Delivering Universal Health Coverage Programs," captured international acclaim, earning the Authority a prominent spot among top performers. The competition spotlighted innovative solutions shaping the future of health supply chain management worldwide.

The Automated Supplier Scorecard, presented by KEMSA, demonstrated the transformative potential of technology in ad-



vancing Universal Health Coverage (UHC) programs. This pioneering approach showcased how automation optimizes supplier performance evaluation, streamlines processes, and contributes to the success of expansive healthcare initiatives.

India emerged as the overall winner, reinforcing the global recognition of innovative healthcare solutions from diverse corners of the world. KEMSA's achievement

reaffirms its commitment to leveraging avant-garde technology for the betterment of healthcare systems, positioning the Authority as a key player on the international stage.

The Global Health Supply Chain Summit served as a nexus for knowledge exchange, fostering collaboration among nations striving for excellence in healthcare delivery. KEMSA's success serves as an inspiration, showcasing Kenya's capability to drive impactful change in the global health landscape.

As KEMSA continues to pioneer innovative approaches, the third-place win underscores the Authority's dedication to advancing Universal Health Coverage, exemplifying Kenya's prominent role in shaping the future of healthcare delivery on the global stage.



RECOGNITIONS

KEMSA Recognized With Global Leadership Awards For Quality

KEMSA continues its streak of excellence at the international stage, receiving the prestigious Best Quality Leadership Award 2024 from the European Society for Quality Research (ESQR).

This accolade follows closely on the heels of CEO Dr. Andrew Mulwa's recent win of the African Governance Award 2024, solidifying KEMSA's position as a leader in healthcare innovation and quality management.

The ESQR, renowned for its meticulous evaluation of organizations worldwide, recognized KEMSA for its innovative and initiative-driven approaches in developing quality systems. These systems have not only transformed KEMSA into an efficient Health Products and Technologies supply chain solutions provider but have also significantly impacted healthcare outcomes, saving lives and improving health standards.

The award, which will be officially presented to KEMSA in Brussels in June, marks a significant milestone in the organization's journey towards excellence in healthcare. Dr. Mulwa's leadership, coupled with the dedication of KEMSA's Board of Directors, has propelled the organization to the forefront of quality organizational culture, as recognized by the ESQR.

ESQR's recognition programs, which draw participants from diverse economic sectors across the globe, highlight best practices, excellence, and visionary thinking. KEMSA's success underscores its commitment to quality management and its ability to drive positive change in healthcare delivery. Through its various platforms and



events, ESQR facilitates knowledge sharing, innovation, and excellence in quality management, providing organizations with the tools and techniques needed to address quality challenges effectively.

With participants from 144 countries, ESQR has built a global community of quality-driven professionals dedicated to improving performance and sharing best practices.

KEMSA's recognition by the ESQR reaffirms its position as a global leader in healthcare supply chain management. The organization's commitment to quality and innovation continues to set the standard for healthcare delivery worldwide.

The award, which will be officially presented to KEMSA in Brussels in June, marks a **SIGNIFICANT MILESTONE** in the organization's journey towards excellence in healthcare. Dr. Mulwa's leadership, coupled with the dedication of KEMSA's Board of Directors, has propelled the organization to the forefront of quality organizational culture, as recognized by the ESQR.



From Humble Beginnings to Exemplary Leadership: Dr. Andrew Mulwa's Journey to Excellence

The Kenya Medical Supplies Authority CEO, Dr. Andrew Mulwa, emerged victorious, clinching the prestigious African Governance Award 2024. Dr. Mulwa's exemplary leadership and dedication to advancing healthcare provision has propelled KEMSA to the forefront of medical supply authorities across the continent.

In a dazzling ceremony held during the 2024 African Governance Conference and Gala Award in Mauritius on February 8th, 2024, Dr. Mulwa was bestowed with this recognition. Surrounded by luminaries from various sectors, Dr. Mulwa humbly accepted the accolade, attributing the success to the collective effort of the KEMSA team.

Addressing the audience, Dr. Mulwa expressed profound gratitude to the organizers for the honor bestowed upon him. He acknowledged the resilience of the KEMSA staff and management in navigating formidable challenges and ensuring uninterrupted supply of essential Health Products and Technologies to the people of Kenya.

"Africa's wealth lies in its youthful and healthy population, and this achievement underscores the critical role of a resilient health system in delivering quality healthcare," remarked Dr. Mulwa. He emphasized on the indispensable support of Kenya's leadership, including His Excellency the President Dr. William Samoei Ruto, alongside Health Cabinet Secretary Nakhumicha S. Wajula and KEMSA Board of Directors, in driving transformative change within the Authority.

Reflecting on his journey from humble beginnings in a rural village, Dr. Mulwa dedicated the award to the pupils and students of Watuka Primary School in Magui village, Makueni County where he received his education. His heartfelt tribute resonated with the audience, inspiring hope and underscoring the belief that success knows no bounds.

"We extend our heartfelt congratulations to Dr. Andrew Mulwa and the entire KEMSA family for this remarkable achievement," stated Irungu Nyakera, Board Chair of KEMSA. "KEMSA remains steadfast in its commitment to setting standards of excellence in healthcare provision, both locally and internation-

ally." The event marked a significant milestone, bringing together top-tier public officials, private-sector enterprises, institutions, and individuals from across Africa. With international media coverage and participation from public sector analysts and commentators worldwide, the ceremony showcased the pinnacle of governance and leadership excellence on the continent.

Dr. Mulwa's recognition as the recipient of the African Governance Award 2024 epitomizes the ethos of KEMSA, reaffirming its dedication to advancing healthcare provision and cementing its position as a beacon of excellence in medical supply management.



RECOGNITIONS



KEMSA Recognizes Counties for Excellence in Health Commodities Management

On 20th November 2023, the Kenya Medical Supplies Authority held a stakeholder forum to recognize counties for their outstanding performance in managing Health Products and Technologies (HPTs). The awards were presented to counties that demonstrated excellence in order management, credit management, and budgetary allocations for HPT's.

By Jackline Mainye
Sales and Marketing Manager

Awards Criteria:

Counties were recognized based on the following criteria:

1. Good order management: Consistency in placing HPT's orders.
2. Good credit management: Timely payment for HPT's supplies within the credit period.
3. Consistent HPT budgets allocation: Demonstrated consistency in budgetary allocations for medical supplies.

Recognized Counties:

1. Nairobi and Environment Region: Kajjado and Kitui
2. Coast and North Eastern Region: Kilifi and Mandera
3. Nyanza and Western region: Narok and Kisii
4. Rift Valley region: West Pokot and Elgeyo Marakwet
5. Central and Upper Eastern Region: Meru and Nyeri

Most Outstanding County:

Kilifi was recognized as the most outstanding county for maintaining excellent order and credit management for the past three years. It also had the highest HPTs budget allocation of Kshs 635 million in the 2023/24 FY.

Most Improved Counties:

Narok, Kajjado, West Pokot, and Elgeyo Marakwet were recognized as the



most improved counties. They showed significant improvement in timely payment for HPT's, consistently paying for supplies within the credit period, leading to efficient order management of quarterly ordering cycles.

The awards ceremony highlighted the commitment of counties to effectively manage health products and technologies, ensuring the efficient delivery of healthcare services to their residents. KEMSA commended the recognized counties for their dedication and encouraged them to continue striving for excellence in health commodities management.

Kilifi was recognized as the most outstanding county for maintaining excellent order and credit management for the past three years. It also had the highest HPT's budget allocation of
KSH 635 MILLION
in the 2023/24 FY.



ENVIRONMENTAL RESTORATION



STRENGTHENING DISTRIBUTION

Drive Towards Integrated Distribution Planning

The healthcare distribution landscape in Kenya is on the brink of a transformative change. The recent Integrated Distribution Planning Workshop, organized by KEMSA and supported by the Africa Resource Centre, brought together key stakeholders to address the challenges faced in distributing health products and technologies (HPT's) across the country.

Challenges in Healthcare Distribution:

Kenya has long grappled with inefficiencies in its healthcare distribution system, leading to stockouts, wastage, and high operational costs. One of the key challenges has been the lack of synchronized ordering timelines across different strategic programs, resulting in fragmented distribution efforts and sub-optimal use of resources.

Among the innovative solutions proposed during the workshop and the potential impact of integrated distribution planning on Kenya's healthcare system includes;

The Integrated Distribution Planning Solution:

The workshop highlighted the need for a synchronized and integrated downstream supply chain for all program HPT's. The proposed integrated distribution system aims to enhance medicines availability at health facilities through timely order processing and distribution. By consolidating and integrating program orders, the system also seeks to achieve distribution cost efficiency and reduce the number of distribution trips per quarter, ultimately leading to more funds being allocated to buying medicines.

Key Outcomes and Recommendations:

A major outcome of the workshop was the consensus on establishing a National Technical Committee to oversee and



coordinate the ordering of program commodities. This committee would work towards developing a national medicines dashboard to enhance supply chain visibility and a common Logistic Management Information System (LMIS) for medicines ordering and approval, linked to the Kenya Health Information System (KHIS).

Anticipated Impact:

The successful implementation of integrated distribution planning is expected to revolutionize healthcare distribution in Kenya. It will increase KEMSA's operational efficiency and cost-effectiveness, improve service delivery at health facilities, and enhance customer satisfaction. With a

more streamlined and efficient distribution system, more patients will receive timely treatment, leading to improved overall health outcomes.

The Integrated Distribution Planning Workshop marks a bold step towards transforming Kenya's healthcare distribution system. The proposed integrated distribution system has the potential to address long-standing challenges and improve access to essential medicines. As stakeholders work towards approvals and implementation, the future of healthcare distribution in Kenya looks promising, with the potential to significantly impact the lives of millions.

STRENGTHENING DISTRIBUTION

Integrated Distribution Planning Workshop



KEMSA through the Medical Commodities Program with support from Africa Resource Centre held a formative workshop on integrated distribution planning between 22nd - 25th April 2024. The workshop brought together MoH strategic programs technical leads, Counties, USAID, USAID implementing partners, Amref and KEMSA teams. Participants drew insights from their different levels of expertise on the best possible approach to attaining a synchronized and integrated downstream supply chain for all program Health Products and Technologies (HPT's).

The need for harmonized ordering timelines across all strategic programs was evident as key to realizing an integrated distribution system.

With reduced operational costs, more funds will be allocated to buying medi-

cines equating to more patients receiving treatment and improving overall health outcomes. The meeting had a consensus on the need to have one National Technical Committee to oversight and coordinate the ordering of program medicines, a nation medicines dashboard to enhance supply chain visibility and a common Logistic Management information system (LMIS) for medicines ordering and approval which should be linked to the Kenya Health Information System (KHIS).

The integrated distribution planning concept is yet to undergo approvals by the different levels of governance within the health sector. Upon complete approval, its successful implementation will not only increase KEMSA's operations efficiency and cost effectiveness but, will also improve service delivery at health facilities and improve customer satisfaction.

The KEMSA programs HPTs integrated distribution system targets to:

- Enhance medicines availability at health facilities through timely order processing and distribution.
- Achieve distribution cost efficiency by consolidating and integrating program orders for optimal distribution vehicle utilization and economies of scale.
- Reduce distribution costs by optimizing the number of distribution trips to a county per quarter.

Alencure Logistics Limited: Pioneering Healthcare Solutions in East Africa

In the dynamic landscape of East Africa's healthcare sector, one company stands out for its unwavering commitment to improving patient outcomes and addressing unmet medical needs: Alencure Logistics Limited. Since its inception in September 2019, Alencure has dedicated itself to its mission of identifying, developing, and commercializing meaningful products that positively impact people's lives.

At the heart of Alencure's operations lies a clear mission: to improve people's lives by identifying, developing, and commercializing products that address unmet medical needs. Their vision is to be the leading and trusted medical company in the East Africa region, offering timely-demanded, quality products and services that elevate healthcare standards. Alencure Logistics Limited boasts a diverse portfolio of healthcare

products and product candidates, with a primary focus on pharmaceuticals, hospital and laboratory equipment, surgical supplies, cold chain solutions, disposables, physiotherapy equipment, and dental items. Their commitment to quality is evident in their partnerships with reputable manufacturers and compliance with international quality standards.

With a vision to become a market leader in healthcare products, Alencure ensures that all their products meet stringent quality standards while remaining affordable to their customers. By collaborating with renowned healthcare companies globally, Alencure aims to provide access to high-quality healthcare products at competitive prices.

Alencure Logistics Limited has established an extensive distribution network through-

out the country, with their own distribution logistics in Nairobi and partnerships with reputable courier companies for nationwide delivery. This ensures timely access to healthcare products, even in remote areas.

At the core of Alencure's success is its team of passionate and highly-trained individuals. From sales and marketing to regulatory affairs, Alencure's staff are dedicated to fulfilling the challenging demands of the healthcare industry. Their management team, comprised of seasoned professionals with rich experience in the medical and healthcare sector, provides strategic direction and leadership.

Alencure offers a range of services, including regulatory support for product registration, marketing, market research, and promotional activities. Their commitment to professionalism and reliability is underscored by their years of experience, on-time delivery, and top-quality service.

Registered and licensed, Alencure Logistics Limited offers expert consults, reliable service, and years of industry experience. As a local distributor, they are deeply invested in the well-being of their clients and future generations, ensuring access to high-quality healthcare products and services across East Africa.

In conclusion, Alencure Logistics Limited's dedication to innovation, quality, affordability, and professionalism makes them a trusted partner in advancing healthcare solutions across East Africa. As they continue to expand their product portfolio and services, Alencure remains committed to its mission of improving lives and transforming healthcare delivery in the region.





**ALENCURE
LOGISTICS LIMITED**

ALENCURE LOGISTICS LIMITED



Who we are

Alencure Logistics limited was incorporated under the companies Acts(cap 486) on 18th day of September 2019. Alencure Logistics limited is a Healthcare company focused on improving patient's live by identifying, developing, and commercializing meaningful products that address the unmet medical needs.

Mission

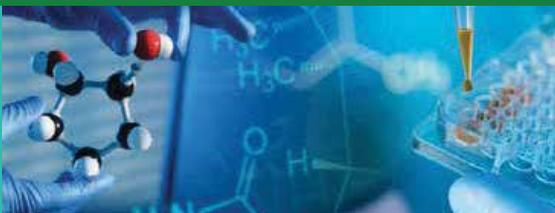
Our Mission is to improve peoples lives by identifying, Developing and commercializing meaningful products that address unmet medical needs.

Vision

To be the leading & trusted medical company in East Africa region by offering timely-demanded, quality products & services that improve peoples lives.



OUR PRODUCTS



Alencure Logistics Ltd is committed to offer high quality Healthcare products that is: Pharmaceuticals, Hospital & Laboratory Equipments, Linen, Hospital mattresses Surgicals, Cold chain, Disposables, Physiotherapy Equipments, Non Pharmaceuticals & dental items.

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VAGHJIYANI ENTERPRISES LIMITED

WHO WE ARE

Civil & General Building Contractors

Vaghjiyani Enterprises Limited (VEL) is one of the leading and fastest growing contractors in Kenya. With specialization in Civil & General Building Construction work, Under the leadership of qualified & passionate directors the success of VEL is attributed to proactively managing change while upholding the values of probity, services and community culture.



BUILDING CONSTRUCTION

TRANSPORTATION



WATER, SANITATION & IRRIGATION



BUSINESS AREAS

1. Building : VEL provides end-to-end construction solutions for all types of Commercial & Institutional buildings. The company's real estate expertise spans Residential, Commercial and Institutional, covering the complete range of services including core and shell, electrical, HVAC, and finishing works. We specialize in holistic campus development that involves construction of multiple buildings along with support infrastructure, as well as in the development and construction of Green Buildings. Multistory buildings Residential developments Commercial developments Institutional developments

2. Water, Sanitation & Irrigation: Water is the most precious resource on earth. VEL has over time developed a reputation as Kenya's most experienced and trusted execution agency for water solutions, having built water treatment plant and aqueduct. Dames Water treatment plant Transmission and distribution pipelines Sewerage treatment plants Sewer networks Irrigation canals & structures

3: Transportation : VEL is a complete transportation infrastructure solutions provider, having executed all-terrain, all-weather roads and highways with built-in structures such as tunnels, major and minor bridges, cross drainage works, and toll plazas Asphalt concrete roads Low volume seal roads Construction of a box culvert bridge & other construction of box culverts bridges and other structure.